

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY SINGAPORE PRIORITY

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E.O. 11652: NA

TAGS: BEXP, SN

SUBJECT: MAJOR PROJECT: TELECOMMUNICATIONS SYSTEM FOR
SINGAPORE

1. MR. L. RON SCHULTZ, V.P., VIDAR, MEMBER OF
CONTINENTAL TELEPHONE CORPORATION HAS APPROACHED MAJOR PROJECTS
DIVISION USDOC FOR ASSISTANCE IN SUPPORT OF U.S. TELECOMMUNICA-
TIONS TECHNOLOGY IN SINGAPORE.

2. THE BACKGROUND TO VIDARS PROBLEMS FOLLOWS IN SCHULTZ'S
WORDS QUOTED FROM LETTER RECEIVED IN COMMERCE.

QUOTE: DURING THE PAST THREE YEARS, WE HAVE RECEIVED
NUMEROUS VISITS FROM THE SINGAPORE ECONOMIC
DEVELOPMENT BOARD AUTHORITIES IN SAN FRANCISCO, EACH TIME
THEY STRONGLY ADVISED US OF THEIR GOVERNMENT'S POLICY CONCERN-
ING THE NEED TO ESTABLISH TELECOMMUNICATIONS HIGH TECHNOLOGY
CAPABILITY IN SINGAPORE.

WE AGREED TO ESTABLISH AN INITIAL RESOURCE CONCURRENT
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WITH THEIR GOAL. TOWARD THIS END, WE HAVE AN EMPLOYEE

IN SINGAPORE AND DID INCORPORATE - VIDAR (PRIVATE)
LTD. - IN PREPARATION FOR A FORTHCOMING
BUSINESS OPPORTUNITY.

THREE MONTHS AGO WE DID RECEIVE A SPECIFICATION
OUTLINING THEIR REQUIREMENTS FOR TELECOMMUNICATIONS
PRODUCT. LAST MONTH WE DID RESPOND, AND AT THIS
WRITING I HAVE BEEN ADVISED THAT OUR OFFER HAS
BEEN REJECTED FROM A LOCAL BUSINESS OPPORTUNITY
POINT OF VIEW, BUT THEY ARE CONSIDERING OUR OFFER
TO PROVIDE THE EQUIPMENT FROM THE UNITED STATES
(US DOLS 2.5M). I UNDERSTAND THE JAPANESE OFFER OF
SOMEWHAT DIFFERENT TECHNOLOGY IS OUR MOST SERIOUS
CONTENDER AND THAT NIPPON ELECTRIC CORPORATION HAS
MET WITH THE TOP OFFICIALS THERE FOR THE PURPOSE
OF CONSUMMATING A CONTRACT IN THEIR FAVOR. END QUOTE

MR. SCHULTZ REQUESTS THE EMBASSY'S ASSISTANCE IN
ARRANGING AN APPOINTMENT FOR HIM TO MEET WITH AN
APPROPRIATE HIGH LEVEL OFFICIAL IN LIKE MANNER TO THE
JAPANESE VISIT. FYI: SCHULTZ HAS ACTUALLY REQUESTED
EMBASSY ARRANGE AN APPOINTMENT WITH PRIME MINISTER LEE
KUAN YEW. END FYI. SCHULTZ HAS SUGGESTED THAT HE
COULD BE IN SINGAPORE AT ANY TIME FROM AUGUST 26-30
OR AS SECOND CHOICE AT ANY TIME AUGUST 19-23.
EMBASSY ASSISTANCE IN ARRANGING APPROPRIATE
APPOINTMENT IS MOST APPRECIATED. PLEASE CABLE TO
ATTENTION JANICE PHILBRICK, MAJOR PROJECTS DIVISION
ADVICE AS TO ACTION TAKEN THIS MATTER. KISSINGER

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